

# Focus on Gold Miners' Cash Flow-Not Earnings



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Portfolio Manager

# **VanEck International Investors Gold Fund**

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#### Gold steadies on mixed economic outlook

Economic data releases in July fueled expectations that the U.S. Federal Reserve (Fed) is nearing the end of its hiking cycle, supporting gold prices which were up 2.4% during the month, and putting pressure on the U.S. dollar (down 1.03%, as measured by the U.S. Dollar Index (DXY¹)). Gold climbed back above \$1,950 per ounce on July 12, following the release of June U.S. Consumer Price Index² figures showing a 3% year-on-year increase, compared to 4% in May. Gold advanced further, reaching a monthly high of \$1,978.72 on July 18, as U.S. retail sales for June came in below expectations. The yellow metal held on to most of its gains as the markets digested another interest rate hike by the Fed on July 26, and a 3% yearly increase in the June U.S. Personal Consumption Expenditures Price Index³ (the Fed's preferred inflation gauge). Gold closed at \$1,965.09 on July 31.

NYSE Arca Gold Miners Index (GDMNTR)<sup>4</sup> and MVIS Global Juniors Gold Miners Index (MVGDXJTR)<sup>5</sup> outperformed gold, up 4.54% and 5.86% respectively, during the month. Q2 2023 financial and operating results for the gold sector have been mixed. Many of the producers had flagged a weaker first half of the year, and most of them have maintained their full year 2023 guidance. Thus, we expect an improvement in the second half of 2023. The market is very focused on companies meeting expectations, so any significant misses are likely to lead to poor share price performance.

#### Average Annual Total Returns (%) as of July 31, 2023

	1 Mo <sup>†</sup>	1 Yr	5 Yr	10 Yr
Class A: NAV (Inception (2/10/56)	3.00	17.05	7.64	2.71
Class A: Maximum 5.75% load	-2.92	10.32	6.38	2.10
GDMNTR Index	4.54	21.83	9.50	2.73

#### Average Annual Total Returns (%) as of June 30, 2023

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	1 Mo <sup>†</sup>	1 Yr	5 Yr	10 Yr		
Class A: NAV (Inception (2/10/56)	-2.20	12.27	6.15	3.84		
Class A: Maximum 5.75% load	-7.82	5.82	4.90	3.22		
GDMNTR Index	-2.48	11.14	7.55	3.28		

Source: VanEck

The performance data quoted represents past performance. Past performance is not a guarantee of future results. Investment return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Performance may be lower or higher than performance data quoted. Please call 800.826.2333 or visit vaneck.com for performance current to the most recent month ended.

The "Net Asset Value" (NAV) of a Fund is determined at the close of each business day, and represents the dollar value of one share of the fund; it is calculated by taking the total assets of the fund, subtracting total liabilities, and dividing by the total number of shares outstanding. Investors should not expect to buy or sell shares at NAV.

Expenses: Class A: Gross 1.42%; Net 1.42%. Expenses are capped contractually until 05/01/24 at 1.45% for Class A. Caps exclude acquired fund fees and expenses, interest, trading, dividends, and interest payments of securities sold short, taxes and extraordinary expenses.

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<sup>†</sup> Monthly returns are not annualized. Please note that precious metals prices may swing sharply in response to cyclical economic conditions, political events or the monetary policies of various countries.

## Why forecasting earnings for gold miners is hard

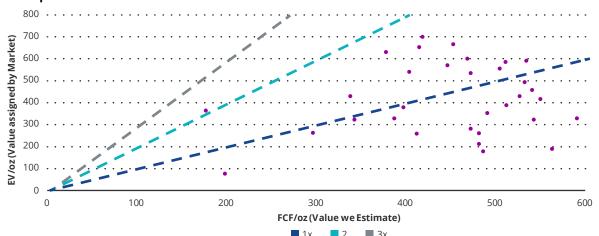
While we agree that companies must meet their guided targets to gain market confidence in their ability to deliver consistent results, we also understand the unique challenges of the mining industry. As long-term investors looking for value creation, we are less obsessed with quarterly earnings and much more focused on companies' outlook for free cash flow generation over the next 10 to 20 years. From decades of experience covering this sector, including sell-side experience which entailed issuing earnings-per-share (EPS) estimates every quarter for all companies under coverage, we can comfortably say it is nearly impossible to forecast a precious metals company's earnings for any given quarter. The challenges come from different sources, most relevantly:

- 1. The fact that these companies are issuing forecasts based on only estimates of the properties of the gold deposits they are mining. Clearly, we expect that these estimates are a good representation of the gold deposit over the life of the mine. Quarter-over-quarter, it is also very reasonable to expect variations from those estimates that could certainly impact earnings, while generally having no material impact in the net asset value of the mine or the company.
- 2. Companies issue full-year guidance which tries to account for quarter-to-quarter fluctuations, but analysts must issue quarterly guidance that cannot predict these variations. It is these quarterly estimates that the markets gauge companies against.
- 3. Earnings are based on complex accounting and reporting standards, including one-off and non-cash items, that make it very difficult to reconcile reported earnings to estimates.
- 4. Other factors, including the variations in the realized price of gold and other produced metals. While analysts may be able to account for spot price fluctuations during the quarter, predicting the timing of sales and the impact of provisionally priced sales (which later need to be adjusted) is nearly impossible.

## Focusing on the longer-term

In our view, focusing on free cash flow generation not just over the current quarter but over the long term, is a much better way to assess the value and investment appeal of a gold mining company. In fact, our internal models generate an in-house metric which we created to capture our approach. We refer to it as "free cash flow per ounce", and it is the total, undiscounted free cash flow the company generates over its operating horizon, divided by all the gold (or gold equivalent) ounces we estimate it will mine during that period. It is a simple, yet transparent measure that allows us to assess the relative valuations of the companies in our universe.

#### Enterprise Value/oz vs. Free-Cash-Flow/oz



Source: VanEck. For illustrative purposes only. Enterprise value (EV) per ounce (EV/oz) is the ratio of a company's enterprise value vs the total amount of mineral resources in the ground. FCF = Free-Cash-Flow.

During earning season, EPS headlines move stock prices. We track and continuously assess a company's record of delivering against expectations/guidance. And we do make changes to our portfolio based on this track record and its potential impact on future share price performance. However, we do not rush to buy or sell a stock because it beat or missed earnings until we assess the impact of these results in our free cash flow forecast of the company over the long term. We believe gold equity investors should demand that companies deliver against their operational targets, while focusing less on quarterly earnings and more on the outlook for good old free cash over the next decade or two. It is also helpful to remember that any gold not mined (or sold) this quarter is not lost, it will still be there the next quarter or year, ready to meet the world's historical need for the shiny metal, potentially at even higher prices.

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#### All company, sector, and sub-industry weightings as of July 31, 2023 unless otherwise noted.

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¹The U.S. Dollar Index measures the value of the U.S. dollar relative to a basket of foreign currencies, often referred to as a basket of U.S. trade partners' currencies ²The Consumer Price Index (CPI) is a measure of the average change over time in the prices paid by urban consumers for a market basket of consumer goods and services. ³U.S. Personal Consumption Expenditures Price Index (PCE) is a measure of the prices that people living in the United States, or those buying on their behalf, pay for goods and services. ⁴NYSE Arca Gold Miners Index (GDMNTR) is a modified market capitalization-weighted index comprised of publicly traded companies involved primarily in the mining for gold. ⁵MVIS Global Junior Gold Miners Index (MVGDX)TR) is a rules-based, modified market capitalization-weighted, float-adjusted index comprised of a global universe of publicly traded small- and medium-capitalization companies that generate at least 50% of their revenues from gold and/ or silver mining, hold real property that has the potential to produce at least 50% of the company's revenue from gold or silver mining when developed, or primarily invest in gold or silver

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About VanEck International Investors Gold Fund: You can lose money by investing in the Fund. Any investment in the Fund should be part of an overall investment program, not a complete program. The Fund is subject to risks which may include, but are not limited to, risks associated with active management, commodities and commodity-linked derivatives, derivatives, direct investments, emerging market issuers, ESG investing strategy, foreign currency, foreign securities, gold and silver mining companies, market, non-diversified, operational, regulatory, investing in other funds, small- and medium-capitalization companies, special risk considerations of investing in Australian and Canadian issuers, and subsidiary investment risk, all of which may adversely affect the Fund. Emerging market issuers and foreign securities may be subject to securities markets, political and economic, investment and repatriation restrictions, different rules and regulations, less publicly available financial information, foreign currency and exchange rates, operational and settlement, and corporate and securities laws risks. Small- and medium-capitalization companies may be subject to elevated risks. Derivatives may involve certain costs and risks such as liquidity, interest rate, and the risk that a position could not be closed when most advantageous. Investments in the gold industry can be significantly affected by international economic, monetary and political developments. The Fund's overall portfolio may decline in value due to developments specific to the gold industry.

Diversification does not assure a profit or protect against loss.

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